



University of
NORTH ALABAMA
FOUNDATION

**MINUTES
DEVELOPMENT COMMITTEE
UNA FOUNDATION**

Tuesday, January 31, 2023; 4:00 p.m.

Virtual Meeting

Present: Stephanie Teichmiller; Chair, Melissa Long; Vice-Chair, Sharon Harris, Susanne Rallis, Lorri Glover, Matthew Schmitz, Christie Bevis, and Juan Santiago

Absent: Derrick Mills

Staff Liaison: Barbie Terry

Others Present: Kevin Haslam and Jason Thomas

The meeting was called to order at 4:00 p.m. by Chair Stephanie Teichmiller along with a welcome to the group. The minutes were passed as presented by the Chair. Chair Teichmiller then turned the meeting over to Ms. Barbie Terry for an Office of Advancement update.

Ms. Barbie Terry started the Advancement update by reviewing the recently updated Development Committee's Purpose, Responsibilities and Goals. This led to Barbie discussing some members' request for list for particular years at UNA. While we may get to this in the future, we are currently asking the group to focus on potential prospects that the members know well enough to help initiate a meeting for the Development staff. If each member connects the Development staff back to 3 people we will be significantly further along. This led to conversation about the 1830 Giving Initiative coming up in March. With the goals in place, it is our goal to have 100% participation in the Initiative from not only the Committee but also the Board. It is the Development Committee's responsibility to share about the Initiative with the other Board members as well as their personal networks.

Next Barbie went over the Development highlights with the group that will be shared with the Board at large at the meeting. Next, Barbie shared the Campaign update. At this time, Kevin addressed the group with how the quiet phase of the campaign works. He explained that once we get to 60% of the campaign goal, the Board of Trustees will then decide on which priorities will go public as well as the total dollar amount for each priority determining the final dollar goal for the Campaign. This was the end of the Office of Advancement update.

At this time, Chair Teichmiller called for any other old business then new business. Member Matthew Schmitz used this opportunity to share that Athletics has event opportunities for us with their games and we need to take advantage of it. This was an opportunity Barbie, Chair Teichmiller and VP Kevin Haslam to explain the initiatives we have in place for the football games in both Montgomery and Tallahassee. Barbie, Kevin and Payton have divided prospects in Montgomery AL, Jacksonville FL, Tallahassee FL and Orlando. The team will reach out to each prospect for a visit at least once before the games in an effort to engage and cultivate. While on the subject of events, we discussed

BT 01.31.23

the fundraising event at the McClanahan home. This is the type of fundraising events that we will endorse and embrace.

Chair Teichmiller called for any questions or additional comments and the meeting adjourned at 5:00 p.m.